



Triumph is one of the world's largest intimate apparel companies. It enjoys a presence in over 80 countries with the core brands Triumph® and sloggi®. Globally, the company serves 20,000 wholesale customers and sells its products in more than 2,300 controlled points of sale as well as via several own online shops. The Triumph Group is a member of the amfori Business Social Compliance Initiative (amfori BSCI).

Learn more about Triumph on:

www.triumph.com

[www.facebook.com/ Triumph /](https://www.facebook.com/Triumph/)

[www.instagram.com/ Triumph /](https://www.instagram.com/Triumph/)

www.linkedin.com/company/triumph-international/

Our Global Export Department in Warsaw (Poland) is looking for a

Regional Export Sales Manager (m/f/d) (100%)

As the **Regional Export Sales Manager**, you will be responsible for driving sales growth and market expansion within your designated region. You will act as the primary contact for our distributors and partners, ensuring strong relationships and effective execution of our sales strategy. This role requires a proactive approach to identifying new business opportunities, optimizing retail and wholesale performance, and ensuring seamless operational coordination across functions.

Your Responsibilities:

- Serve as a primary point of contact for Distributors/Partners in the designated markets, supporting day-to-day operations
- Actively search for new customers and business opportunities in the region to expand client's portfolio in alignment with the company's strategic goals
- Support assigned markets in daily ad-hoc requests and business operations
- Conduct regular customer analysis including open orders, payments, retail performance, sales and demand forecast
- Conduct market research and stay constantly informed about market and retail conditions in the region to guide strategic decisions
- Perform price and margin analyses and prepare custom price lists for targeted clients
- Prepare sales conferences and customer visits, prepare and conduct various business and brand presentations
- Assist distributor management on strategy, business planning and brand management
- Collaborate closely with Merchandising and Demand Planning departments to assess sell-in and sell-out data, ensuring demand planning aligns with sales goals
- Coordinate with Customer Service & Logistics departments to ensure efficient order

management and on-time delivery to secure smooth order management and on time deliveries

- Coordinate network expansion plans, monitor retail and wholesale openings & closings
- Develop and implement incentive programs and promotional activities aimed at increasing sell-in and sell-out
- Support marketing department and Partners in the process of preparing promotions & retail marketing plans and general brand building activities

Your Ideal Profile:

- Minimum of 3 years of experience in international sales, retail, or customer support, preferably within the fashion or retail industry
- Experience in market analysis and expansion with a deep understanding of retail distribution
- Proven problem-solving skills with a results-oriented mindset and an analytical approach to identifying opportunities
- Excellent persuasive and diplomatic communication skills with a strong cross-cultural understanding
- Demonstrated ability to build and sustain effective working relationships with clients and internal teams
- Strong organizational skills and the ability to prioritize in a fast-paced environment
- Advanced negotiation and presentation skills
- Fluent English - must have, Russian / French is a benefit
- Advanced MS Office skills, especially Excel and PowerPoint

Why should you join us?

- You will have the opportunity to work with a leading brand in the fashion industry, recognized for its innovation and market leadership
- You will become part of a diverse, multicultural work environment that celebrates individuality and fosters a culture of inclusion and uniqueness
- You will enjoy the flexibility of the company's hybrid working policy, allowing you to balance your professional and personal life effectively

You will never walk alone

*As a family owned business with more than 135 years of experience, Triumph embraces diversity throughout our global organization. Currently, our offices are present in over 40 countries across Europe and Asia, from Norway to Morocco and Australia, having many international teams collaborate together every day. Guiding our corporate behaviours are **respect** and **value** for our employees, but also **Collaboration** as one of our key Corporate Competencies, being a core part of our every day working environment.*

Make a Difference, together

The future belongs to our children. At Triumph, we want to be proud of our commitment to building a sustainable society and protecting the environment, and we work everyday to ensure our products are manufactured in a sustainable way. This is our vision: We want to be a company that is

characterized by responsible leadership and consideration for future generations and that cares for the legacy that we leave behind to our children.

Putting People at the centre

At Triumph we are committed to our employees, they represent the foundation for our success. This means that as a company, we are driven to offer great career opportunities in a dynamic fast-paced organization. Our HR function across the globe strives to support our employees in their development, through our Triumph Learning Academy

We continuously strive to recruit new talent, offering them one of the textile industry's most international working environments, excellent conditions and great development opportunities in a company still owned and managed by the founding families. Our headquarters employs people from more than 30 nationalities and as a European company, we are present in many key markets in Europe, like Germany, Italy, France and growing in Eastern Europe. We are proud to have become one of the leading players in Asia very early on, in countries like Japan, China and Singapore, as well as being an employer that people aspire to work for. As a company serving women, we fundamentally believe in gender equality and diversity. Women make up more than 50% of our company's workforce. In the last years, we have had a specific and successful drive to increase the number of women in management.

Triumph is committed to employing a diverse workforce. Qualified applicants will receive consideration without regard to race, colour, religion, sex, national origin, age, sexual orientation, gender identity, gender expression, veteran status, or disability.

If you are seeking a great opportunity to develop your career, please send us your CV in English by clicking on Apply.